RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #154180
Mr. J. Derigo
DERIGO SALES

SALEM TEAR TAPE PROMOTION #800438: MAY (#805)

Dear John:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ $3.00/carton off-invoice.

RJR will reimburse you $4.75 per **6M** promoted case shipped to retail on a timely basis. This equates to **$99.75 (21 (6M) case(s) @ $4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION	'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,
Judy
J. Campbell
Promotional Coordinator / 1610
/jc
cc: K. Jurgensen
Enc. Retail Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-MAY.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/fxny0000

MAY DELIVERY
SALEM TEAR TAPE
DERIGO SALES

Product PO # 471; ~~Display PO #~~

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	6
12300-24195	*Full Flavor 100*	5
12300-24196	*Light*	5
12300-24197	*Light 100*	5

**** * *UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM APRIL PRODUCT DISTRIBUTION TO MEET MAY DISTRIBUTION AS NEEDED* * ****

Product / Premium Arrival: **April 27, 1998**
Ship Date to Retail: **Week of: May 11, 1998**

EFT $ Amount: **$6,513.57**

May Drive Period 805 / Promotion #800438

PROMOTION DESCRIPTION:

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER AS INDICATED ON THE ATTACHED CUSTOMER LIST.

RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION

MAY DELIVERY

51845 7013

Source: https://www.industrydocuments.ucsf.edu/docs/fxny0000

WHOLESALER : 154180 DERIGO SALES, INC. <DIRECT>
TEMPLATE : 800438 80500 SAL 98 .30/1 NO
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162601	162626	128682	MIKE REXFORD SERVIC	1940 NIAGARA FALL	TONAWANDA	NY	14150	1	1	1	1	4		
162601	162622	128934	KENYON #778/DYNAWAS	2905 S.MAIN ST.	NEWFANE	NY	14108	1	1	1	1	4	1895-0000	
162601	162629	311007	LIER'S DELI	897 TONAWANDA ST	BUFFALO	NY	14207	2	1	2	1	6		
162601	162622	317286	LINCOLN PK.PHRM.432	540 NIA. FALLS BL	BUFFALO	NY	14223	1	1	1	1	4		
162601	162625	396875	BILLS DEL	32 ALLEN ST	BUFFALO	NY	14202	1	1	1	1	4		
162601	162625	396895	HOLLY FARMS MARKET	233 - 235 ALLEN S	BUFFALO	NY	14201	1	1	1	1	4		
162601	162629	397310	HERTEL NEWS	1416 HERTEL AVE	BUFFALO	NY	14216	1	1	1	1	4		
162601	162625	397614	JOHN'S TOBACCO	403 MAIN ST	BUFFALO	NY	14203	1	1	1	1	4		
162601	162626	398665	CFM #33-015	3030 SWEET HOME R	AMHERST	NY	14228	1		2	1	4	0990-0000	
162601	162626	398795	B&B CIGAR STORE	2006 MAIN ST	NIAGARA FAL	NY	14305	1				1		
162601	162629	460480	JOE'S SERVICE CENTE	1602 ELMWOOD AVE	BUFFALO	NY	14207	1	1	1	1	4		
162601	162625	496766	ALLENTOWN FOOD SHOP	76 ELMWOOD AVE	BUFFALO	NY	14201	1	1	1	1	4		
162601	162626	497268	STOP N GAS #11	8811 NIAGARA FALL	NIAGARA FAL	NY	14304	4	4	4	4	16	1260-0000	SAD0089
162601		574026	U.S. QUALITY FOOD	471 E FERRY ST	BUFFALO	NY	14208	2	2	3	5	12		
162601	162629	574995	QUICK CHECK FOOD MR	2580 ELMWOOD AVE	BUFFALO	NY	14217	1	1	1	1	4		
162601	162625	576389	FAMILY CORNER STORE	380 CONNECTICUT S	BUFFALO	NY	14213	1	1	1	1	4		
162601		597977	ZIPPS FOOD & BEV.	896 NIAGARA ST	BUFFALO	NY	14213	2	1	1	1	5		
162601	162629	598990	U.S. FOOD MART	235 ESSER ST.	BUFFALO	NY	14207	1	1	1	1	4		
162601	162625	641572	E. FERRY CLOVER FAR	436 E FERRY ST	BUFFALO	NY	14208	1	2	3	2	8		
162601	162629	658852	COLVIN-CONVENIENT	630 COLVIN AVE	BUFFALO	NY	14216	1	1	2	1	5		
162601	162626	684573	MARK'S FOOD SHOP	3301 HYDE PARK BL	NIAGARA FAL	NY	14305	2	2	2	2	8		
162601	162626	691528	M&R FASTSTOP	221 OLIVER ST	N TONAWANDA	NY	14120	1	1	2	1	5		
162601	162625	719755	SAMI EXPRESS	880 FILLMORE AVE	BUFFALO	NY	14212	1	1	1	1	4		
162601	162626	738580	SHERIDAN CONV. MART	1066 SHERIDAN DR	TONAWANDA	NY	14150	1	1	1	1	4		
162601	162629	746533	AL'S CORNER STORE	2894 ELMWOOD AVE	KENMORE	NY	14217	1	1	1	1	4		
162601		752787	DAIRY STORE	354 NIAGARA FALLS	TONAWANDA	NY	14223	1	2	1	1	5		
162601	162629	765275	KWK SHOP	185 ESSER AVE	BUFFALO	NY	14207	1	1	1	1	4		
162601		765349	KNOLL'S MOBIL STATI	2965 SHERIDAN DR	TONAWANDA	NY	14150	1	1	1	1	4		
162601	162622	765413	SADO GAS #7	4004 LAKE AVE	LOCKPORT	NY	14094	4	4	4	4	16	1260-0000	SAD0089
162601	162622	769359	AMON CONVENIENT FOO	1041 ENGLEWOOD RD	TONAWANDA	NY	14223	1		1		2		
162601	162626	799271	PARKSIDE MARKET	1150 SHERIDAN DR	TONAWANDA	NY	14150	1	1	1	1	4		
162601	162625	809737	PRICE RITE MARKET	324-26 W. DELEVAN	BUFFALO	NY	14213	1	2	1	1	5		
162602	162629	397117	PIKE'S PEAK DELI	1318 FILLMORE AVE	BUFFALO	NY	14211	1	1	2	3	7		
162602	162622	398017	MISTER BILLS	8 VERNON ST	MIDDLEPORT	NY	14105	1		2	1	4		
162602	162625	522940	MAIN FOOD MART	1130 MAIN ST	BUFFALO	NY	14209	2	2	2	2	8		
162602	162629	601156	COMMUNITY FOOD	535 WALDEN AVE	BUFFALO	NY	14211		3	2	3	8		
162602	162625	624669	A-PLUS MINI MARKET	1981 FILLMORE AVE	BUFFALO	NY	14214	3	1	4	1	9	0362-0102	
162602	162629	634670	APLUS MINI MART(F)	4401 UNION ROAD	CHEEKTOWAGA	NY	14225	12		1	1	14	0362-0102	
162602	162625	660888	WE NEVER CLOSE	1054 ELMWOOD AVE	BUFFALO	NY	14222	1	1	2	2	6		
162602	162622	672361	EAGLE EXPRESS SHOPS	5380 GENESEE ST	BOWMANSVILL	NY	14026	1		1	1	3		
162602	162629	705606	WALDEN CONVENIENT	599 WALDEN AVE	BUFFALO	NY	14211	1	2	1	1	5		
162602	162625	705607	ELMWOOD NEWS	988 ELMWOOD AVE	BUFFALO	NY	14222			2		2		

5

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WHOLESALER : 154180 DERIGO SALES, INC. <DIRECT>
TEMPLATE : 800438 80500 SAL 98 .30/1 NO
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162602	162629	750754	FOOD PLUS III	SALEH K.MOHAMED	CHEEKTOWAGA	NY	14215	1	1	1	1	4		
162602	162622	764739	MR BILLS	1049 PARK AVE	MEDINA	NY	14103				1	1		
162602	162629	766721	FARM FRESH MARKET	MOHAMED A. TAHER	BUFFALO	NY	14215	1	1	1	1	4		
162602	162622	812664	CHAPMAN'S MKT	9202 RIDGE RD	MIDDLEPORT	NY	14105	1	1	1	1	4		CHA0104
162603	162625	067574	HILBERT MOBIL 08D9X	2793 SENECA ST	WEST SENECA	NY	14224	2	2	2	2	8		
162603	162625	128582	BUZZ N BEE(PRIN-SEN	2097 SENECA ST	BUFFALO	NY	14210	2	2	2	2	8		
162603	162625	128642	STOP N GAS #4	4100 SENECA ST	WEST SENECA	NY	14224	4	4	4	4	16	1260-0000	GAS4100
162603	162625	357756	STOP N GAS #2	1525 WILLIAM ST	BUFFALO	NY	14206	4	4	4	4	16	1260-0000	GAS0001
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	14212	16	25	9	19	69		
162603	162625	396994	B-KWIK MKT #66	1989 SENECA ST	BUFFALO	NY	14210	2	3	3	2	10	1435-0000	
162603	162625	397015	CLINTON MINI MARKET	1880 CLINTON ST	BUFFALO	NY	14206	4	4	4	4	16		
162603	162625	397169	BROTHERS DELI	1338 ELECTRIC AVE	LACKAWANNA	NY	14218	3	3	3	3	12		
162603	162625	397193	SERAFINI'S DELI	1892 SENECA ST	BUFFALO	NY	14210	1	1		1	3		
162603	162625	462442	B & S MINI MART	1199 SENECA ST	BUFFALO	NY	14210	4	4	4	4	16		
162603	162625	470390	DAILY NEWS & NUMBER	999 BROADWAY ST	BUFFALO	NY	14212	3	3	3	5	14		
162603	162625	481046	BROADWAY MINI MART	350 BROADWAY ST	BUFFALO	NY	14204	1	1	1	1	4		
162603	162623	488478	STADIUM MOBIL #8	3856 SOUTHWESTERN	ORCHARD PAR	NY	14127	4	4	4	4	16	1260-0000	STA3856
162603	162625	522920	HAPPY CORNER STORE	505 S. PARK AVE.	BUFFALO	NY	14204	3	3	3	3	12		
162603	162625	579726	STOP N GAS #9	2111 CLINTON ST.	WEST SENECA	NY	14224	4	4	4	4	16	1260-0000	
162603	162623	620303	STOP N GAS #6	4878 LAKE SHORE R	HAMBURG	NY	14075	4	4	4	4	16	1260-0000	
162603	162625	655757	LOVEJOY FOOD & BEVE	1196 E LOVEJOY	BUFFALO	NY	14206	4	4	4	4	16		
162603	162623	663808	WOODLAWN DELI	3306 LAKE SHORE R	BLASDELL	NY	14219	1	1	1	1	4		
162603		664266	QUEEN CITY CIGARETT	1282 CLINTON ST	BUFFALO	NY	14206	1	1	1	1	4		
162603	162625	683061	STOP N GAS #14	3287 S PARK AVE	LACKAWANNA	NY	14218	4	4	4	4	16	1260-0000	
162603	162625	764711	STOP N GAS #10	363 HOPKINS ST	BUFFALO	NY	14220	4	4	4	4	16	1260-0000	GAS0363
162603	162623	764723	STOP N GAS #12	6685 SOUTHWESTERN	HAMBURG	NY	14075	4	4	4	4	16	1260-0000	GAS4101
162603	162625	764734	STOP N GAS #1	166 FILLMORE AVE	BUFFALO	NY	14210	4	4	4	4	16	1260-0000	STO0166
162603	162623	765363	STOP N GAS #13	4100 SAINT FRANCI	HAMBURG	NY	14075	4	4	4	4	16	1260-0000	GAS4101
162603	162623	788813	STOP N GAS #15	5498 CAMP RD	HAMBURG	NY	14075	4	4	4	4	16	1260-0000	
162606	162623	357767	YORKSHIRE SERV #5	12252 OLD OLEAN R	YORKSHIRE	NY	14173	4	4	4	4	16	1260-0000	YOR1225
162606	162623	398620	MATTS NEWS	93 E 3RD ST	DUNKIRK	NY	14048	2		1		3		
162606	162623	514559	MACHIAS MINI MART #	9718 OLEAN ROAD	MACHIAS	NY	14101	4	4	4	4	16	1260-0000	SAD9718
162606	162623	656979	BOBS NEWS	14 MAIN STREET	SPRINGVILLE	NY	14141			1		1		

PAGE BREAK TOTAL ACCOUNTS	75	TOTAL QUANTITY	168	162	162	165	657	
TEMPLATE TOTAL ACCOUNTS	75	TOTAL QUANTITY	168	162	162	165	657	

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MAY DELIVERY
SALEM TEAR TAPE
DERIGO SALES

No Displays

Product PO # 471 : Displays PO # ~~472~~

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	6
12300-24195	*Full Flavor 100*	5
12300-24196	*Light*	5
12300-24197	*Light 100*	5

"UTILIZE ANY REMAINING BRAND STYLE COMBINATIONS FROM APRIL PRODUCT DISTRIBUTION IF ALL MAY DISTRIBUTION IS SOLD"

Product / Premium Arrival: **April 27, 1998**
Ship Date to Retail: **Week of: May 11, 1998**

EFT $ Amount: **$9,513.57**

May Drive Period 805 / Promotion #800438

PROMOTION DESCRIPTION:

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER AS INDICATED ON THE ATTACHED CUSTOMER LIST.

RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION

MAY DELIVERY

Kathy - No Displays required with this order - so I don't need PO # assigned - Sorry for any confusion
Judy

51845 7016

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